

Darryl R. Date

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PROFESSIONAL SUMMARY

Proven National and International Business Development Manager and Entrepreneur with an extensive and very deep established track record. Proven sales skills and experience from tactical account management, business development, and senior level management to a successful sales management record. Have worked with the Fortune 500 companies throughout the country and internationally as well as working with Congress at a Federal and State level along with many Local Level Government leaders throughout the country. Extensive network of C Level relationships and a proven revenue driven track record along with exceeding all sales metrics.

Proven organic growth expertise in all past employment in both that I have worked for and or have owned. Have a special skill set with start up companies in taking solutions to market in record time with all of my above relationships. Growing solutions from the ground up utilizing current and past relationships thus allowing for a shorten sales cycle and in proven personal record of successes.

Directly involved with three startups that were acquired for a total of \$90,000,000 in my career. One with Homeland Security on a National level, a state and local law enforcement ticketing solution throughout the country and a national wireless telecom provider. Each acquisition were a direct result of my efforts and the revenues delivered and contained in my professional track record of delivering.

EXPERIENCES *but not limited to time line...*

2006-2010 Global Accounts Manager, Belcan - Tristar - PTC, Engineering Software, Troy, MI

Top account manager in the nation for engineering software sales of PTC Product lifecycle management (PLM) solutions. Solution comprises of the entire lifecycle of a product from its conception, through design and manufacture, to service and disposal. Was responsible for the business development, sales and support of the complete PTC product line as well as sales of training and consulting that is required for each major purchase. Typical PLM sale was a series of long complex selling processes to multiple high level stakeholders with value proposition and ROI presentations to key stakeholders within the organization. Average sale campaign was in an area of \$200,000 to \$12,000,000. Have negotiated and champion deals out of normal channel process to take point in some of the largest sales as a result of establishing very strong relationships and the trust with those customers. Exceeded all sales metrics and established time lines as defined in the channel objectives.



2004-2006 Global Government Accounts Director , CodeSpear - Homeland Security Interoperability, Troy, MI

Responsible for the very first three sales totaling **\$5,800,000** for this startup company solving for the integration of interoperability across and through the enterprise network of devices. Normal sales cycle for a new software startup is 6 years. Accomplished a successful launch within 9 months. Solution was for urgent notification allowing communications through existing devices using software. Ex: N.Y.C. 9-11 attack. The main problem was that first responders did not have the ability of communicate with each other. Our software solution now solves for Homeland Security's needs to communicate over all platforms, hardware and carriers. Solution solved this communication problem in that it aloud all agencies to communicate and coordinate on the spot. Focused on Homeland Security, Automotive, Fortune 500, Government and Health Care. Company was acquired for **\$50 Million Dollars** two years there after.



2000-2004 Global Accounts Manager, T-Mobile, Novi, MI

Global Account Manager for all Fortune 500 companies located in Great Lakes area. T-Mobile's **number one** account manager out of 5,000 team members for channel representing the top 1% and was awarded their highest honor of 'Winners Circle' first year. Accounts comprised of all Big 3 Automotive companies both domestic and internationally along with all Fortune 100 companies C Level executives again both nationally and internationally.



1996-2000 Vice President UC Berkeley Extensions & Co-Owner of GTTI, Detroit, MI

UC Berkeley Extensions along **GTTI** (*Global Technological Training Institute*) was a new approach for the education of all major national union members and Fortune 500 companies throughout the U.S. Utilizing corporate approved training funding for transferable accredited courses for all its participating employees. Solving for both the corporations need to train its workforce and to take advantage of an already approved funded education benefit that had **ZERO** participation prior to our involvement. Through our efforts we were able to engage, encourage, market, support and educate a workforce that in the past did not take advantage of a already negotiated union benefit. Responsibilities encompass leading a national organization and its direction; long-term planning; sales; business development; marketing; purchasing/supply chain management; customer service; finance & HR; implementation of the accounting software on infrastructure, Plant Moran auditing partnership along with fulltime staff of 120. **Solely** responsible for revenues in excess of **\$20 Million Dollars** produced within an unmatched **18-month period as a startup**, of which **\$17 Million** was in **pure profit**. Established multi million dollar extension campuses throughout the country, here in the Detroit Metropolitan area along with New York, Wisconsin, Ohio, Missouri, Indiana, Illinois, Georgia, Washington and nationally with online training. Programs created to servicing General Motors, Chrysler, Delphi, Ford Motor, UPS, Boeing, United Technologies, Whirlpool, UAW and the Teamsters along with the unions national training centers and ALL its retirees. Negotiated all contracts between all participating partners contained in the above.



2000-2017 Co-Owner, Dance Academy of Bloomfield Hills, MI

Co-Owner of one of Michigan's top Dance Studio in the Metro Area. Revenues in excess of **\$5,000,000**. Well over 4,000 students over that time frame the studio has been recognized as the number one studio by Metro Times Magazine. Responsibilities encompassed all business aspects of the studio but not limited to accounting, lease negotiations, build out of three studio's over the **17 year period**, sales, marketing, web design and support, production and all recital support functions, audio and visual production. Studio staff has also been recognized within the dance community as the best assembly of accredited instructors in the Midwest. Some of past graduating students are currently dancing at Disney in CA and on Broadway in N.Y.C. Primary responsibility was complete studio back office processes and everything behind the scenes role, meaning, *"I didn't teach the classes"*.



Owner, ETC Technologies, Troy, MI

Holding company and technology incubator for the latest emerging technologies and markets. Artificial Intelligence, Machine Learning among some of the recent projects with partnerships with some of the newest focuses. Consulting and advisory support along with Technologies has access to a vast array of some of the leading technical developers in the country from Silicone Valley, India, Israel, Automation Alley to name a few. Company has access to a deep network of talent and other key personnel to accelerate a business to business building process pipeline. ETC Technologies also has to access to deep funding pipelines that enhance projects key time lines and funding targets.



Education

1981-1985

- * Central Michigan University
- * Eastern Michigan University



Skill Sets and Interests

All Microsoft Business Solutions platforms, Proven Leadership, Communications and Negotiating skill sets. Delegation, Time Management and Problem Solving are a special area in which I exceed. Sales, Marketing and Generating Revenue are what best describes my ultimate goals each day. Currently very interested in AI and Machine Learning as the additional tool needed to help augment my approach to the sales process and increase my advantage over all competition.

Additional Affiliations

Sheriff Special Deputy of Wayne County Michigan
Homeland Security Advisor of Wayne County Homeland Security Department



Personal References

Contact names and numbers available upon request

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